



To reinforce our Sales team, we are seeking a home-based [Italy]

SALES MANAGER - ITALY

POWER SEMICONDUCTOR MODULES [all genders]



Vincotech

Headquartered in Unterhaching near Munich, Germany, we also own and operate a plant in Bicske, Hungary, and maintain sales offices around the world. Our global team of more than 700 people welcomes you to Vincotech, a Mitsubishi Electric Corporation company.

We ambitiously tackle the surging demand for efficient power conversion. Our innovative power modules bring our customers' best ideas to life and facilitate market-leading, energy-efficient applications. With speed and flexibility, we improve people's lives around the world and create a sustainable future. We attribute our international success to our **unstoppable team**.

Our amazing employees leverage each other's strengths and support one another unconditionally to succeed together. **Every individual is key to our exceptional performance**. Each is appreciated and empowered to make the most of their potential. We are motivated and rightly so, for our work is **impactful**.

Our promise to you is clear: **We bring our customers' best ideas to life**. Join us and **empower meaningful ideas**.

To make the best out of your work, we need you to:

- / Develop and implement your sales strategy to grow the sales pipeline and achieve your budgeted sales targets across Italy and the Italian-speaking part of Switzerland
- / Maintain and expand productive, professional relationships with key personnel in strategic accounts at all organizational levels. Take ownership of strategic key accounts and continue to develop them
- / Identify and develop business opportunities and convert them into design-in awards, in close collaboration with the regional FAE team and other functional managers
- / Win new customers and secure significant business opportunities for the company as part of the regional sales strategy
- / Manage customer and project information in the CRM system Salesforce.com and maintain an accurate sales forecast for your region
- / Provide a weekly report summarizing your activities and outlining your plans for the coming week

LET'S EMPOWER MEANINGFUL IDEAS!

You are a good fit, if you have:

- / Solid sales experience in the electronics or semiconductor B2B industry [preferably motor drives, UPS, or solar inverters], including experience with sales cycles of up to three years
- / A Bachelor's or Master's degree in Electrical Engineering or a related technical field, or an equivalent technical qualification combined with significant technical sales experience
- / A high level of sales professionalism, a strong track record of success, and proven ability to develop business with new accounts
- / Strong technical knowledge of power semiconductors, enabling you to conduct first-level technical discussions with customers' R&D and project management teams
- / Excellent presentation and negotiation skills, along with fluent written and spoken Italian and English
- / A reliable, open-minded personality with a high level of integrity
- / A highly self-motivated, driven, and well-organized working style with a structured approach

Join us and succeed in a winning team:

- / Be a successful Sales Manager selling attractive products in a highly customer-oriented, dynamic mid-sized international environment
- / Experience a motivating company culture where flat hierarchies and quick decision-making are realities rather than wishful thinking
- / Find long-term career prospects, and enjoy an attractive salary and excellent benefits

We welcome your application and look forward to discussing how Vincotech can become your next career choice.